



COPYRIGHTED 1900, LARKIN SOAP CO.

\$20.00
OF
RETAIL VALUE

FOR
\$10.00

AND HOW
IT IS DONE.

**FACTORY
TO
FAMILY.**

30 DAYS FREE TRIAL.

**THE
LARKIN
IDEA**

SAVE ALL COST
WHICH ADDS NO VALUE.



PAN-AMERICAN AWARDS: TWO GOLD, ONE
SILVER AND THREE BRONZE MEDALS.
OMAHA AWARD: GOLD MEDAL.

Manufacturers Create Value; Middlemen Add Cost.

MOST manufactured goods are sold to the consumer at from two to four times the cost of production. This is because the goods pass through many hands: from the factory to the sales agent; from the

sales agent to the wholesaler; from the wholesaler to the retailer; from the retailer to the consumer. Each "middleman" adds his expenses, his losses, his profits; all these are piled up in the retail price and must be paid by—YOU!

THE LARKIN IDEA:

Save all Cost which adds no Value, by direct Dealings from Factory to Family.

The LARKIN PREMIUMS are bought with the saved profits and expenses of middlemen and put into a form for the permanent enjoyment and advantage of Larkin patrons.

The LARKIN SOAPS have a constituency who extend their fame. They never disappoint, and all their users are our friends. They are everywhere, ask them.

Larkin Soap Co.

—Factory-to-Family—

Soapmakers, Chemists,
Perfumers, Refiners.

FACTORIES AND GENERAL OFFICES:

Larkin, Seneca, Carroll and Exchange Sts.,
BUFFALO, N. Y.

ESTABLISHED, 1875.

CAPITAL, \$3,000,000.

Branch for West-of-the-Mississippi patrons:
PEORIA, ILL.

LOCAL BRANCHES:

211, 213 N. Broad St., PHILADELPHIA, PA.
662, 664 Broadway, E. D., BROOKLYN, N. Y.
49 Barclay St., and } = NEW YORK CITY.
52, 54 Park Place, }
19 Eliot St., = = = BOSTON, MASS.

WE ask only to send you a Larkin Premium which you select with \$10.00 worth of the Larkin Soaps, packed as you order, and if *after 30 days' trial* you are not fully satisfied, if our description of the Premium you receive or of the Soaps, etc., leads you to expect anything different than you find it, your money will be refunded in full without argument or comment, no charge will be made for what you have used in trial, and we will take the goods away at our expense.

How can we do more?

We can refer you to many families in your vicinity that have used the Larkin Soaps for years. They are sold entirely on their merits, with a guarantee of purity. Every banker and mercantile agency in the United States knows us as large and responsible manufacturers.

A box of Soap may be sent from Buffalo, by freight, to nearly all towns on railroads entering Buffalo, for twenty-five cents; to those on direct connecting lines, for not over fifty cents. A saving may often be effected by sending orders for two or more boxes to be shipped together.

Cash in full is required with all orders.

It saves delay, expense and letter-writing. To each order of \$10.00 or more we add 50 cents' extra retail value in Soaps, of buyer's selection, as a present-for-cash.

We ship goods within two days after order is received, and guarantee safe delivery at your railroad station of everything we ship. The transaction is not complete until you are satisfied.

Soap is a necessity—the question is only, “Will you save the profit or give it to the retailer? Will you obtain our valuable Premiums, or will you give their equivalent to the retailer?” Thrifty householders everywhere are profiting year after year by the Larkin Idea of selling direct from factory to family. Our Soaps, our Premiums and our methods are everywhere well known.

The mails make us all neighbors. To deal with us to your entire satisfaction, no knowledge of business methods is needful.

**Our Liberal Terms:
All Money Refunded
If Desired After
Thirty Days' Trial.**

THE LARKIN FACTORY-TO-FAMILY SOAPS.

Made for use, not for dealers' profit.



THE full list value of an order—\$10.00—is of your own selection of the Larkin Soaps and Toilet Preparations. We pack as you direct. Remember the cost to you—in \$10.00 purchases—is only half the retail prices named on next page. Dealers' prices are named only to make plain how much we save you.

THE LARKIN SOAPS, \$20.00 for \$10.00.

Any selected assortment of the Larkin Soaps, etc., to the value of \$10.00 at prices here named, with any Larkin Premium offered in this booklet, both for \$10.00 ; or \$20.00 worth of Soaps without Premium for \$10.00.

Unless otherwise ordered, a Combination Case contains:

100 Bars Sweet Home Family Soap, per bar,	\$.05
Gold-Medal winner. For all ordinary laundry and household purposes, <i>it has no superior</i> .	
10 Bars White Woolen Soap, per bar, . . . . .	.07
For flannels, infants' clothes and laces,	
6 Bars Maid o' the Mist (floating bath) Soap, per bar, . . . . .	.05
5 Bars Honor Bright Scouring Soap, per bar, . . . . .	.05
To make things bright.	
12 Pkgs. Boraxine Soap Powder (full lbs.), per package, . . . . .	.10
1/4 Doz. Modjeska Complexion Soap, . . . . .	.60
Perfume matchless. For all toilet purposes, the luxury of luxuries. For children and those of delicate skin.	
1/4 Doz. Elite Glycerine Toilet Soap, fragrant, . . . . .	.25
1/4 Doz. Creme Oatmeal Toilet Soap, scented, . . . . .	.25
1/4 Doz. Old English Castile (6-oz. cakes), . . . . .	.30
A pure, unscented, milled Castile Soap.	
1/4 Doz. Borated Tar Soap (6-oz. cakes), . . . . .	.25
1 Bottle Modjeska Perfume, 1-oz., . . . . .	.35
Delicate, refined, delicious, lasting.	
1 Jar Modjeska Cold Cream, 2-oz., . . . . .	.25
A soothing, healing, demulcent. A perfect emollient. For chapped hands or lips, or inflamed eyelids.	
1 Vial Modjeska Tooth-powder, 2-oz., . . . . .	.20
An incomparable antiseptic dentifrice.	
1 Witch Hazel Shaving Stick or Tablet, each, . . . . .	.10

Packed only when ordered.

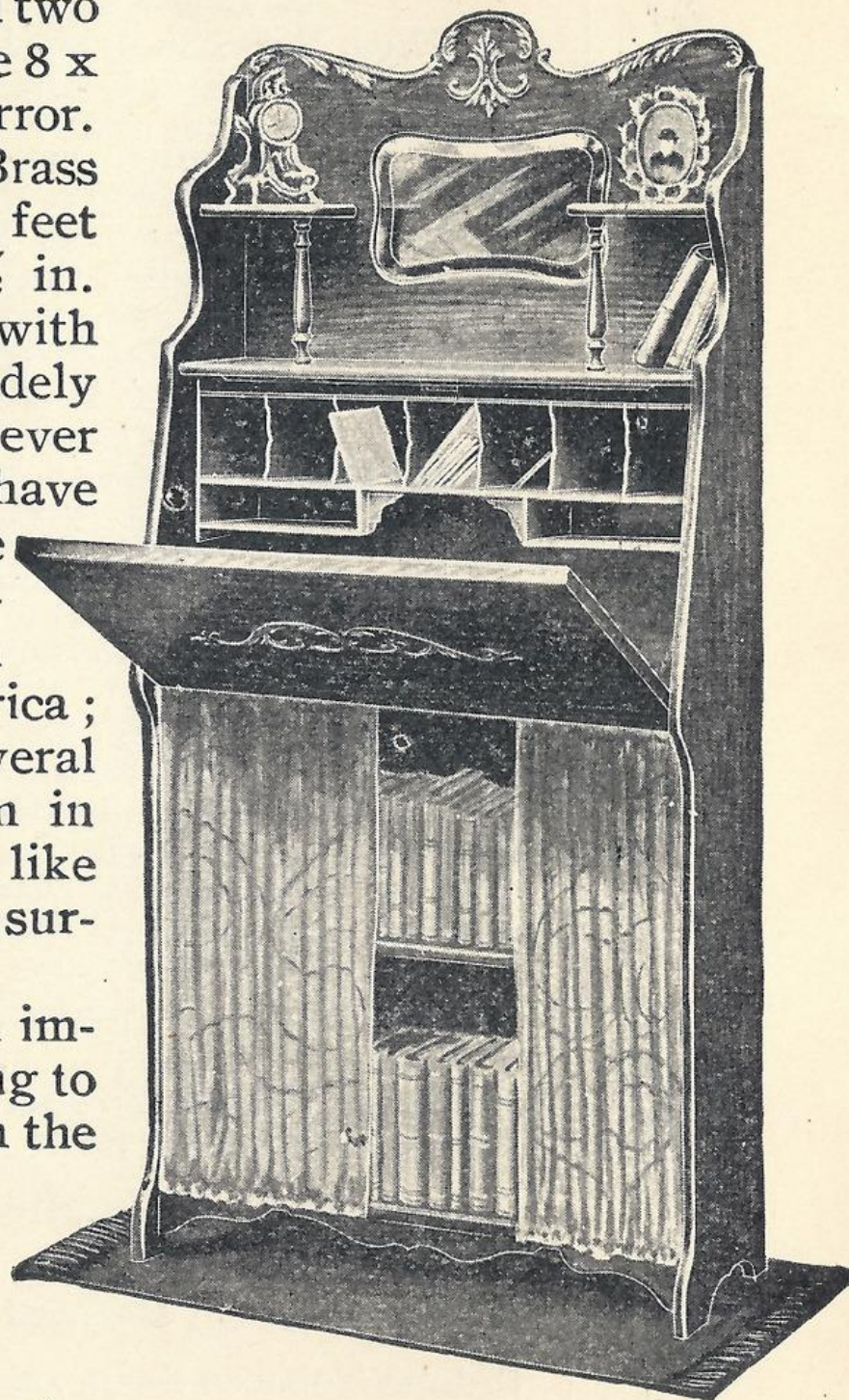
Larkin Sulphur Soap, scented, antiseptic, per 1/4 doz.,	\$.25
Safeguard Carbolic Soap, antiseptic, per 1/4 doz., . . . . .	.25
The Bride, transparent toilet soap, per 1/4 doz., . . . . .	.30
Modjeska Derma-Balm, per bottle, . . . . .	.25
A cooling, quickly absorbed lotion for all skin irritations.	
Modjeska Carnation, Heliotrope or Rose Perfume, per 1-oz. bot., . . . . .	.50
Modjeska Violet Perfume, per 1-oz. bottle, . . . . .	.60
Sachet Powder, Carnation Pink, Heliotrope, Rose or Violet, per package, . . . . .	.10
Modjeska Talcum Powder, purified, refined, antiseptic, . . . . .	.15
Lavender Smelling Salts, per bottle, . . . . .	.25
Chemically Pure Glycerine, { per 2-oz. bottle, . . . . .	.10
{ per 6-oz. bottle, . . . . .	.25
Larkin Silver Polish, very popular, per box, . . . . .	.05
Jet Neatsfoot Oil Harness Soap, best and cheapest, per bar, . . . . .	.10
Sulpho-Tobacco Soap, Insecticide, { 3-oz. cake, . . . . .	.10
{ 8-oz. cake, . . . . .	.20

**Famous Chautauqua
Desk, Free with \$10.00
worth of the Larkin
Soaps — Thirty Days'
Free Trial.**

perfect and complete but remarkably compact Desk, and also has three roomy book-shelves and two shelves for bric-a-brac. Fine 8 x 14 French beveled-plate mirror. Very handsome carvings. Brass rod for curtains. Desk is 5 feet high, 2½ feet wide and 10½ in. deep. This desk originated with us, and has been more widely imitated than any furniture ever produced. Since 1892 we have sent our customers five hundred thousand Chautauqua Desks. They are in almost every town in America; over a thousand in each of several places. You will find them in your own neighborhood, and like all our Premiums, they will surpass your expectations.

Four times we have much improved the desk, thus restoring to our patrons the saving which the volume of their orders, utilized to their best advantage, made possible—the Larkin Idea.

SOLID OAK throughout, strong and substantial. Beautiful hand-polished, durable Golden Oak (dark) finish. Drop-leaf provides a writing-bed 26 inches deep. Seven pigeon-holes for papers, compartments for letter-paper, etc., under lock and key. It is a per-





CHIFFONIER

No. 5 is made of Oak in Golden Oak finish. It is 51 in. high to top of back, 34 in. wide, 17 $\frac{3}{4}$ in. deep, and has five drawers, 14 x 29 in., 6 $\frac{1}{2}$ in deep; has casters.

No. 5 Chiffonier, Free with \$10.00 worth of the Larkin Soaps — Thirty Days' Free Trial. . . .

All orders must be signed by the head of the family.

All illustrations are reproduced direct from photographs.

Chautauqua Book-case.

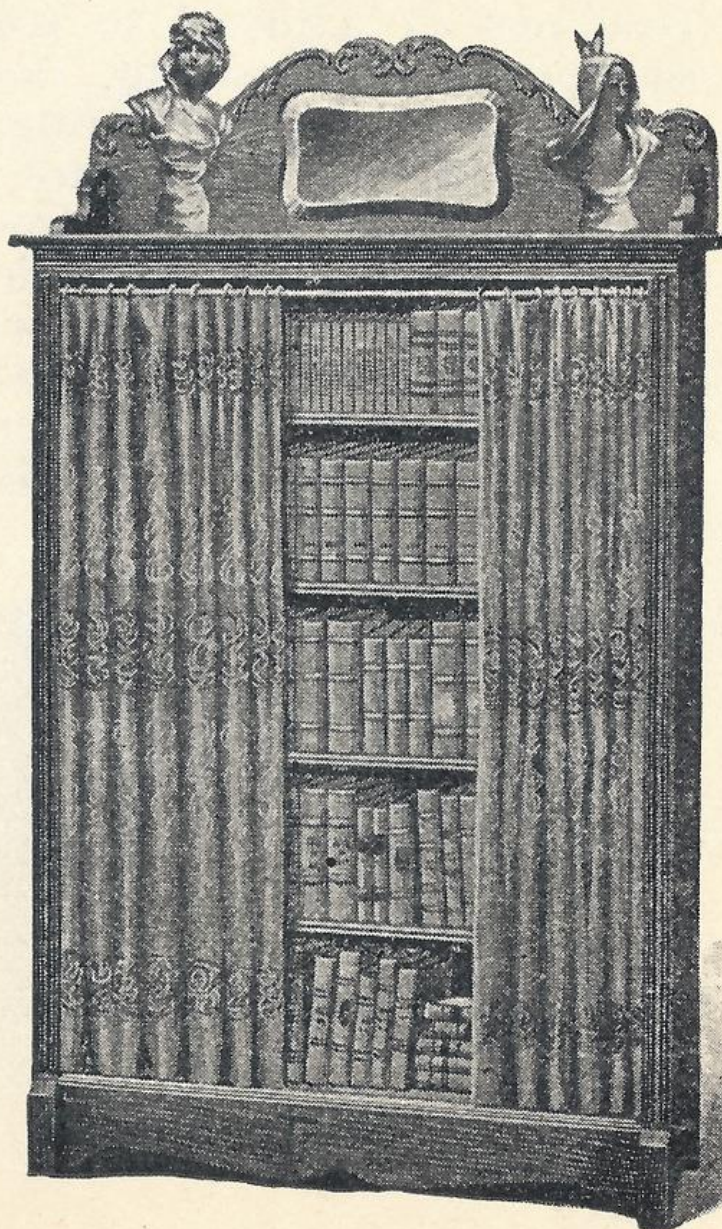
Free with \$10.00 worth of the Larkin Soaps.

EVERY exposed part is Solid Oak, with a rubbed, Golden Oak finish on three coats of varnish.

It is 5 $\frac{1}{2}$ feet high, 3 feet wide and 11 in. deep.

Five shelves, adjustable to height of any book. Fine French beveled-plate mirror, 8 x 14. Has a large brass rod and rings for curtains.

Same Book-case with two doors, Set with selected, double - thick glass, with catches and lock, price, \$2.50 additional; or Soaps to the retail value of \$15.00 and Book-case with glass doors, for \$15.00.

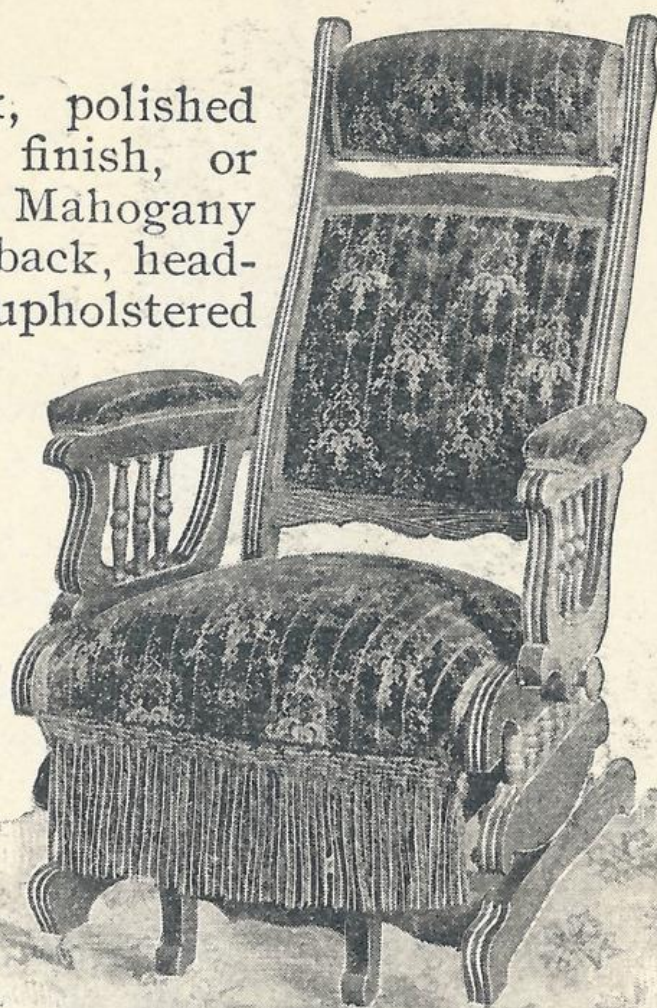


**Chautauqua Rocker
and Reclining Chair,
Free with \$10.00 worth
of the Larkin Soaps—
Thirty Days' Free
Trial.**

CHOICE of Oak, polished
Golden Oak finish, or
Birch with polished Mahogany
finish. Seat, arms, back, head-
rest and foot-rest upholstered
in plain or figured
Velour or Cordu-

roy, Crimson, Old Red, Tobacco
Brown, Blue or Olive, stuffed with
best tow. Very strong and perfectly
simple; mechanism fully guaran-
teed. Adjustable, by patent device,
to any position, and changed at will
by the occupant while reclining.
Head-rest is adjusted to four
easy positions for reading. Seat
is made easy by spiral springs,
and is 20 in. wide between arms,
18 in. long and 14½ in. from

floor. The reclin-
ing back measures 28 in. from seat to top of head-
rest. Chair has an amply adjustable foot-rest and
when it is hidden beneath the seat, becomes a Spring
Rocker of handsome design.



The Chautauqua
Reclining Chair is a
synonym of luxur-
ious ease and com-
fort. In it fatigue
becomes a source of
enjoyment. It will
soothe the invalid
and smooth the fur-
rows of age. It
pleases everyone.
Over two hundred
thousand are in use.

YOUR choice of polished Golden Oak, or Birch with polished Mahogany finish.

Coverings of handsome, high-grade, durable, plain or figured Velour or Corduroy, in medium Red, Green or Brown. All hair-filled, comfortable, handsome, reversible, closely tufted cushions, 4 in. thick; well and honestly made for severe wear. The seat cushion is 22 x 22 in.; the back, 20 x 29 in. Full box seat with six oil-tempered coil springs.

A roomy, luxurious piece of furniture. Back adjustable to five positions. Height of back from floor, 42 inches. Nickel-plated fixtures, almost hidden, supplant the old brass rod. Four fixed casters; heavy frame; front legs are 2 x 3 in.; arms, 4 in. wide, and only 27 in. long (no awkward rear projections); front rail is 6 in. wide; side rails, 4 in. wide; 16 spindles.

Every chair—every Larkin Premium—is guaranteed by the makers to be perfect and exactly as described.

ANY amount of Soaps in excess of that required to secure a desired Larkin Premium free, may be ordered at one-half of list prices. In this way many defray the freight charges. For instance, Soaps in excess of required amount to list value of \$2.00 will cost only \$1.00 and if sold, will pay \$1.00 profit. Few freight bills amount to \$1.00.

**Chautauqua Morris
Chair Free with \$10.00
worth of the Larkin Soaps
—Thirty Days' Free
Trial.**



**Chautauqua Sewing
Desk, Free with \$10.00
worth of the Larkin
Soaps—Thirty Days'
Free Trial.**

THE Chautauqua Sewing Desk is as adequate for its purpose as a modern roll-top desk is for office work. Quartered Oak top and front, paneled Oak back and sides, polished Golden Oak finish. It will enhance

the attractiveness of any sewing room, and its convenience will remove many annoyances.

Provides place for materials and all the accessories locked out of sight and away from the children, in a compact and handsome piece of furniture. The amply broad top is, when extended, 23 x 46 in., 25½ in. high. Desk occupies a space 24 x 24 in. only, when closed. In top drawer are nine compartments for thread, etc. There is a deeper (5¼-in.) drawer for patterns, and a very deep drawer (8-in.) for sewing on hand, each 18 x 14½ in. Pincushion, and scrap and stocking bags can be hung at the side or back.

For the china-painter's studio there is no better piece of furniture. As a typewriter desk, it is thoroughly practical and convenient; exactly the right height and size. Eighty are used in our own offices for that purpose.

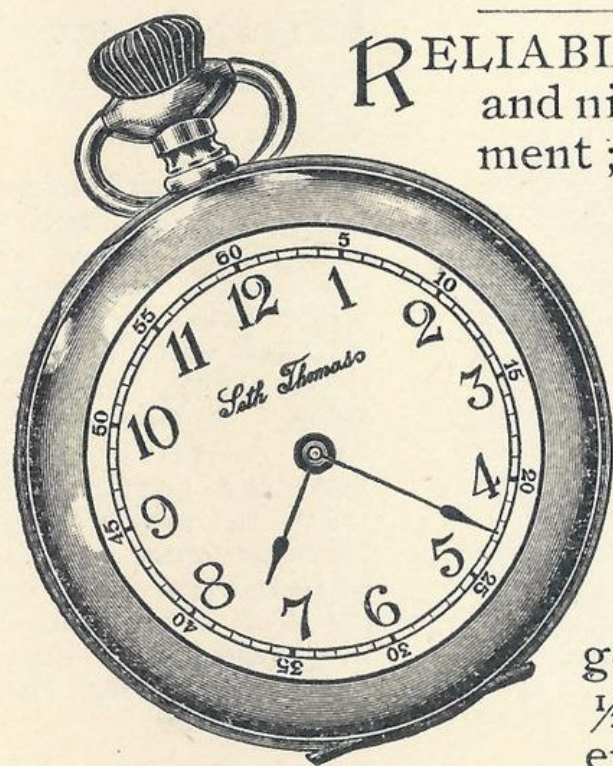
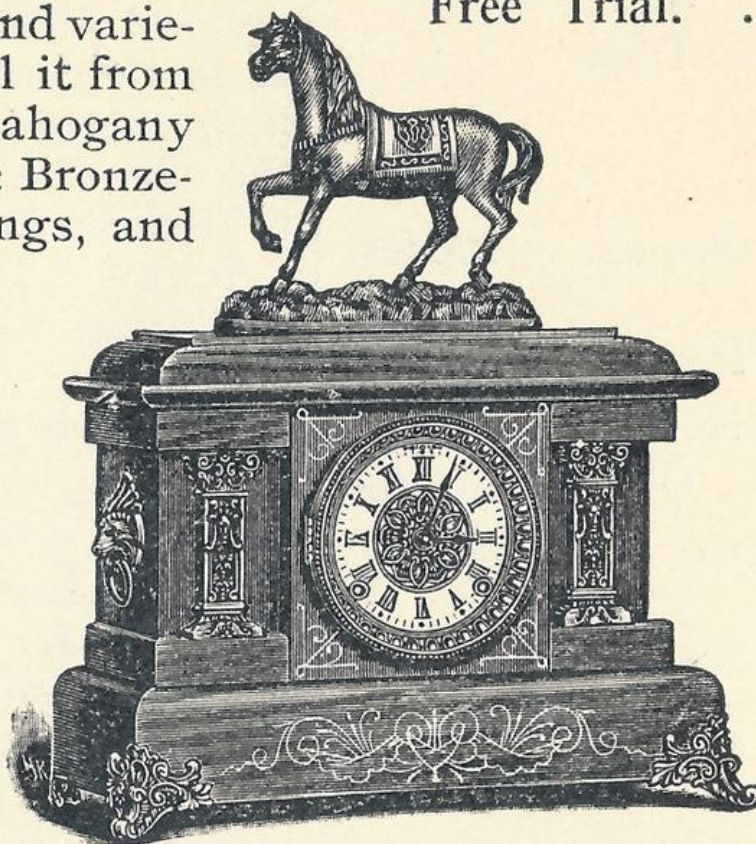


A Gynecological Table.

The New York Eclectic Medical College discovered that this desk, made 29½ in. high and with drawers opening at left end, with top drawer divided for instruments, makes a Gynecological table not surpassed by those costing \$60.00 to \$200. We have them in stock made as described. Price of a \$10.00 Combination Case and Physician's Special Table, \$12.00.

EIGHT-DAY. Cathedral bell strikes hours and half-hours. BEAUTIFUL ADAMANTINE ENAMEL CASE, dust proof, made by a patented process; very highly polished. Two finishes: One so closely resembles black and variegated marble that no eye can tell it from Marble; the other is a superb Mahogany finish. Ornamented with artistic Bronze-gold pilasters, feet and trimmings, and surmounted with a separate, padded - base, lacquer - finished "Robert Bonner" bronze, 8 in. high. White 5-in. dial with gilt filigree centre and black Roman numerals, or Gilt dial with black Arabic numerals. Clock measures: Length, 16 $\frac{3}{4}$ in.; width, 6 $\frac{1}{2}$ in.; height, 11 in. Guaranteed a reliable time-keeper; made by the most celebrated makers in America, and will last a lifetime.

Seth Thomas Mantel Clock, Free with \$10.00 worth of the Larkin Soaps — Thirty Days' Free Trial.



RELIABLE Seth Thomas gold and nickel damaskeen movement; patent regulator; safety pinion; cut compensated balance; adjusted to heat, cold and all positions; stem - winding and setting; antique bow. Guaranteed ten years.

Porcelain enameled dial, black Arabic hour numerals, with red marginal figures; fine lintelle glass; solid gold joints and crown. Exact size of cut, $\frac{1}{2}$ in. thick. Weighs 1 $\frac{1}{2}$ oz. Beautifully engraved, a perfect gem; an excellent

time-keeper and very stylish.

Lady's Watch, Sterling Silver Chatelaine, Free with \$10.00 worth of the Larkin Soaps — Thirty Days' Free Trial.

1847 Rogers Bros.
Silverware, Free
 with \$10.00 worth of the
 Larkin Soaps — Thirty
 Days' Free Trial. . .

PORTLAND pattern Nickel-silver Forks and
 Spoons, Plain Steel Knives. All triple silver-
 plated. Every piece bears the celebrated trade-
 mark, "1847 Rogers Bros.," is warranted for ten
 years, and with ordinarily fair usage lasts forever.

It is the original and highest priced of any
 Rogers Silverware.

We offer the choice of three assortments :

No. 24. 24 Pieces. { 6 Medium Dinner Knives, 6 Medium Dinner
 Forks, 6 Dessert-spoons, 6 Teaspoons.

No. 21. 21 Pieces. { 6 Knives, 6 Forks, 6 Dessert-spoons, 3 Table-
 spoons.

No. 26. 26 Pieces—6 Knives, 6 Forks, 14 Teaspoons.

Or, instead, for \$1.00 extra, your choice of these :

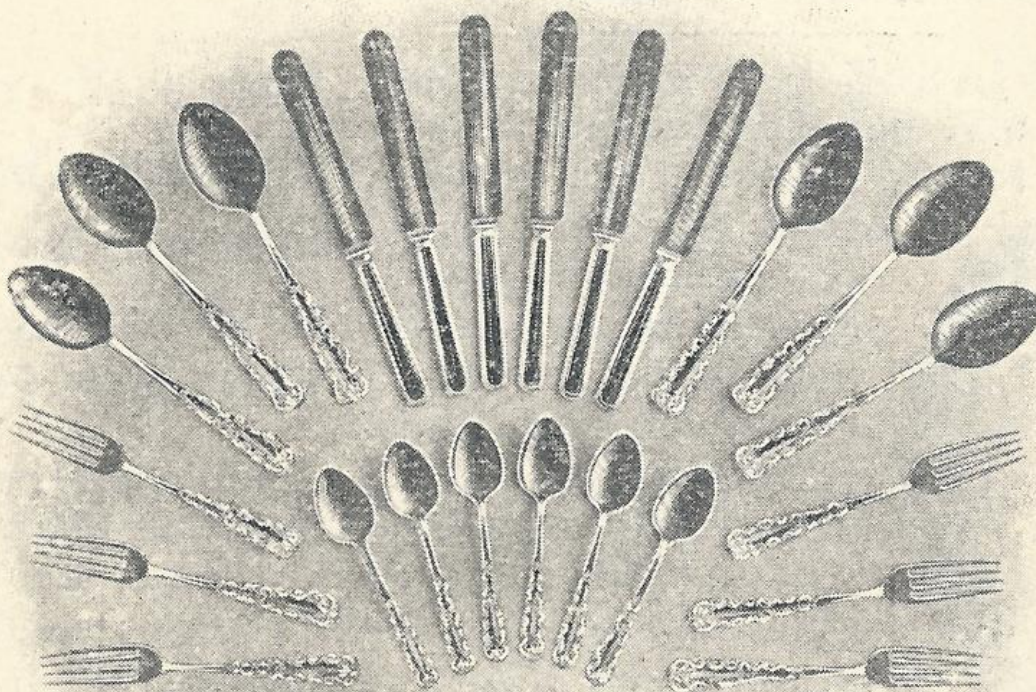
No. 23. 23 Pieces. { 6 Knives, 6 Forks, 3 Tablespoons, 6 Teaspoons,
 1 Gold-lined Sugar Spoon, 1 Butter Knife.

No. 12. 24 Pieces. { 12 Plain Knives, 12 Plain Forks. Portland
 Forks if preferred.

No. 6. 24 Pieces—6 Knives, 6 Forks, 6 Tablespoons, 6 Teaspoons.

In ordering,
 please be sure
 to specify num-
 ber of Set you
 wish.

These assortments
 are sold by retail
 dealers at \$11.00 or
 \$12.00 each. Ascertain
 what your jeweler
 will sell you the gen-
 uine "1847 Rogers
 Bros." Silverware
 for. As all leading
 jewelers carry this
 ware in stock, you
 have an easy means
 to judge the value of
 all our Premiums ;
 to judge what may
 be saved by the
 Larkin Idea.



FULL-SIZE extra heavily quadruple plated Tea Set. Exclusive, chaste design, of which we control the patent. Teapot (2 $\frac{1}{4}$ pints), Sugar Bowl, Spoon Holder and Cream Pitcher. Last two are lined with 24-karat Gold. The pieces are satin finished with hand-engraved design on each side. The trimmings are all hand burnished. A Set of equal value cannot be retailed at jewelers' for less than \$12.00. From one of the most celebrated makers, whose name is stamped thereon, and for quality and finish of goods and beauty of design they are unsurpassed by any silver-plated ware at any price. Manufacturers' guarantee is sent with each Set, reading: *"We guarantee this Tea Set to be made of Pure Hard White Britannia Metal, extra heavily plated with purest silver, .999 fine, and we warrant the same to wear twenty-five years."*

The Silverware we give our patrons is elsewhere obtainable only of retail jewelers and dealers in silverware. It is of a manufacture never offered as a premium except by ourselves.

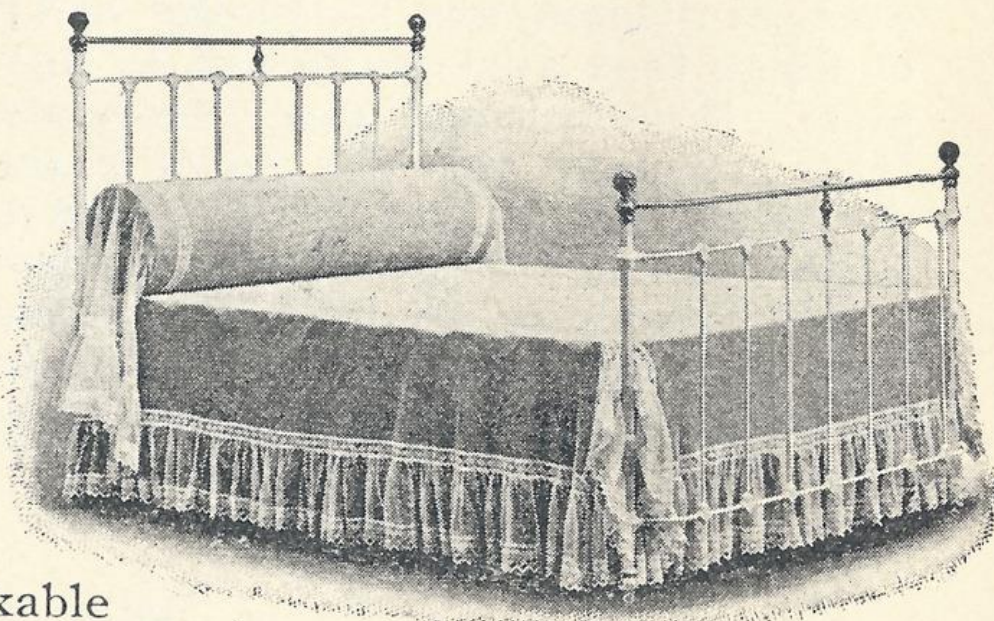
**Chautauqua Silver
Tea Set, Free with
\$10.00 worth of the Larkin
Soaps—Thirty Days'
Free Trial.**



White Enameled Steel, Brass-Trimmed Bow-Foot Bed, Free with \$10.00 worth of the Larkin Soaps. . . .

THE Bed is *the* article of furniture supreme; in it a third of life is passed. This fine bed will last a lifetime. Usually retails alone at \$10.00. Metallic beds add beauty and cheerfulness to the chamber, while they convey a delightful feeling of cleanliness that invites repose. They utterly discourage vermin. They harmonize perfectly with furniture of any wood or style, and, not hiding the walls, make chambers appear larger.

Trimmings and top rods are of heavy brass, finished with heavy gold English lacquer. Top rods, at head and foot, are brazed, and for additional strength have heavy steel lining. Three coats of the very best perfectly white enamel finish are baked on. Detachable ball-bearing casters; unbreakable malleable castings. All



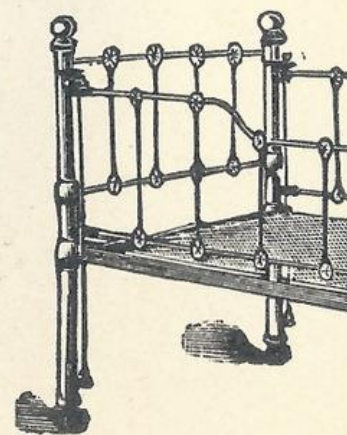
smooth joints. It is 6 ft. 6 in. long, including posts. Bow-foot adds 3 in. Straight-foot bed sent, if preferred. Choice of three widths: 4 ft. 6 in., 4 ft., or 3 ft. 6 in. Head, 4 ft. 5½ in. high; foot, 3 ft. 2½ in. high. Corner posts, 1 in. in diameter. Weight, 75 lbs.

Bed has patent reversible sides, making it practical to use ordinary bed slats.

White Enameled Steel Crib, with Brass Knobs, Free with \$10.00 worth of the Larkin Soaps. . . .

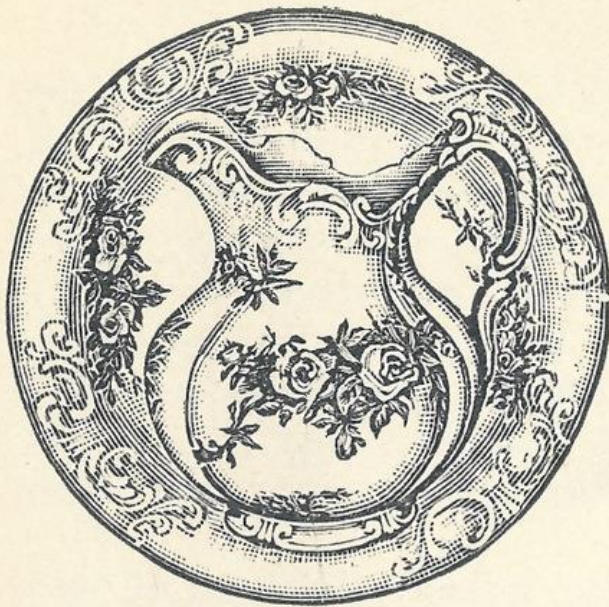
This handsome Crib has the new convenient sides, which slide on Brass rods. Beside a bed, the crib-side can be slid down out of the way

The Crib is 4 ft. 6 in. long, 2 ft. 6 in. wide, and 37 in. high. Has heavy woven-wire Spring; detachable casters, and all materials of the same grade as used in our steel bed. Enameled Baby Blue or



Pink, instead of White, for \$1.00 extra.

A beautiful Gobelin Art Ticking 14-lb. Mattress filled with African Fibre and Cotton, to fit Crib, for \$4.00.



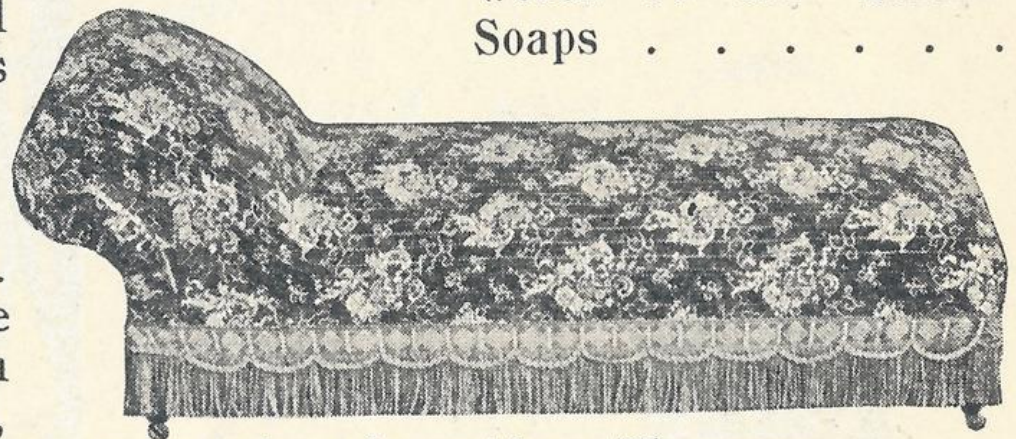
The Cairo Twelve-Piece Toilet Set, Free with \$10.00 worth of the Larkin Soaps, for \$10.00.

MADE in a very high grade of Semi-porcelain, with an imperishable lustrous glaze, guaranteed not to craze. The shape is new and artistic, bowl having full roll edge. The decoration is a cluster of June roses, colored by hand in Pink and Yellow, with natural green leaves and Brown back-ground. The edges are stippled and traced in

Gold. The set consists of Wash-Bowl, Pitcher, Chamber with cover, Slop Jar with cover, Soap Dish with cover and drainer, hot-water Pitcher, Brush Vase and Shaving Mug.

Chautauqua Couch
No. 1, Free with \$10.00
worth of the Larkin
Soaps

THIS Couch is 25 in. wide and 6 ft. long; has 24 double conical, extra-tempered springs; spring-seat and spring-head; Hardwood slats and frame; good socket casters. Filled with extra coarse tow with cotton top. Heavy white ducking over springs. Moth-proof cover, your choice of Corduroy or Velour, plain or figured, in Myrtle Green, Crimson, Brown or Blue. Fringe to match, 7 in. wide. The construction of this Couch makes it extremely durable. It will withstand rough usage. Every Couch bears a printed guarantee covering material, workmanship and finish.



We issue special circular of higher-priced biscuit-tufted Couches.

Comfort Hygienic Couch No. 2 or 3.

Free with \$14.00 worth of the Larkin Soaps for \$14.00.

Size, same as No. 1 Couch. Upholstered with five rows of tufts, in tow, with heavy cotton top; steel tufting buttons. Has 34 springs; steel slats. Open beneath, freely admitting light and air.

No. 3 is same as No. 2, except a straight Mahogany-finished moulding is used instead of fringe.

Wickless Blue-Flame
Oil Cook-Stove, Free
with \$10.00 worth of the
Larkin Soaps—Thirty
Days' Free Trial. . .

THE most powerful Kerosene Oil Cook-stove
made. Made by the originators of Wick-
less Blue-flame stoves; constructed entirely of
steel, enameled and decorated; strong, light,
durable. Absolutely safe, and free from odor
and smoke; has two powerful 4-in. burners;
oil reservoir holds 2 ½ quarts, perfectly insulated

from the burners. Hgt., 27 in.; top, 15 x 22 in., wgt.; 22 ½ lbs.

A scientifically ventilated, removable, 13 x 15 x 17 tin oven
for \$1.85. Receives a 12 x 12 drip-pan.

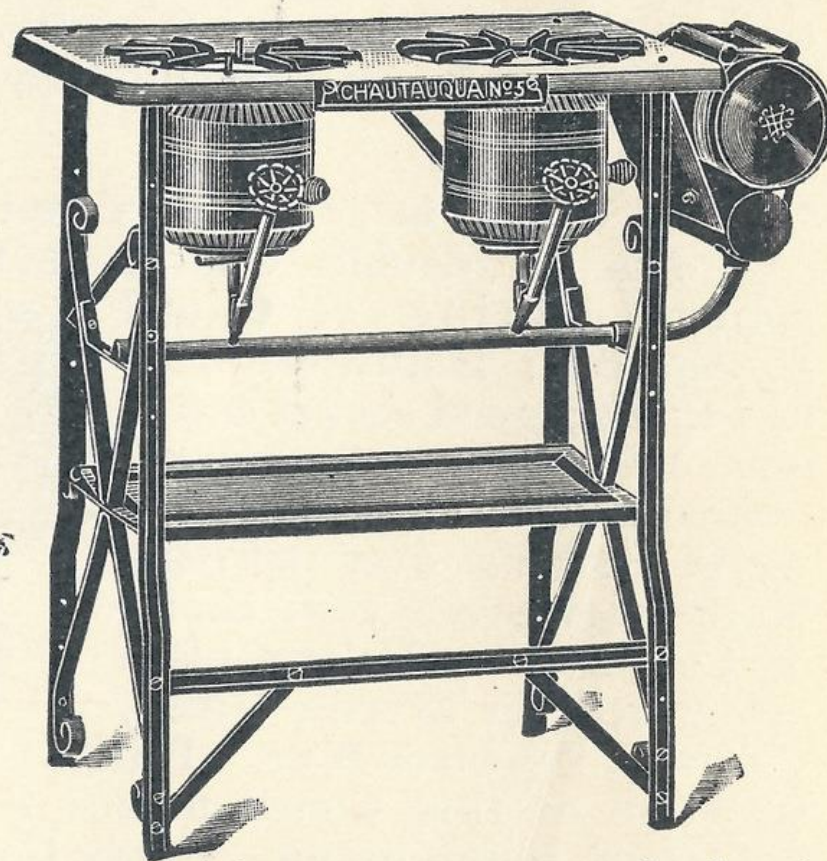
This Stove made with three Blue-flame burners instead of two,
for \$3.50 additional. The frames are alike.

Chautauqua Oil
Heater, Free with
\$10.00 worth of the Larkin
Soaps—Thirty Days' Free
Trial.

MADE
entirely of
steelplate,
polished

brass, Russia iron
and aluminum. Ab-
solutely nothing to
break.

Height, 29 in.;
diam. of drum, 8
in.; perfectly porta-
ble; weight, 14 lbs.
No pipe required.
Absolutely odorless.



It has a large Central-draft Brass Burner; device to
prevent turning wick too high; a handsome Russia
iron drum, richly nickel-plated, steel top and legs. A
heavy brass oil fount, holding three quarts of oil, which
lasts twelve hours, with indicator showing depth of oil
in tank. Is the greatest of all Oil Heaters, regardless
of size. Gives a clear, white, wide flame.

Chautauqua Palace Lamp.

THE body and globe are glass with a satin finish, giving a soft, filmy, dream-like effect. Your choice of Cerise (bright Cherry) or Mandarin (golden Yellow). These colors in glass have been counted a lost art. The perfect

Cherry Red or Cerise is especially popular. Thirty in. high ; globe 10 in. in diameter.

All our lamps have Central-draft Burner, device for lifting shade and chimney when lighting, wick-raiser that a child can operate, and all improvements.

A perfect reading Lamp, and either by daylight, or at night when lighted, one of these lamps is a beautiful adornment to any home.



Palace Lamp.

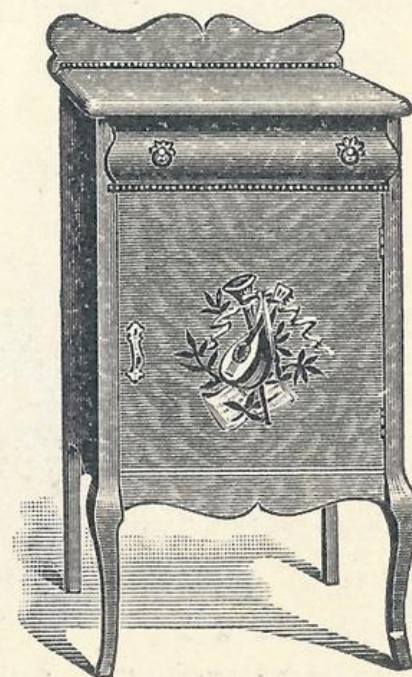
French moulded top ; high polish finish. The decoration on the door represents inlaid woods and adds much to the rich appearance of the case.

Height, 41 in.; width, 20 in.; depth, 14 in.

Chautauqua Palace
Lamp or Music
Cabinet, Free with
\$10.00 worth of the
Larkin Soaps — Thirty
Days' Free Trial.

Music Cabinet.

CHOICE of Golden Oak with Quartered-Oak door and top, or genuine Mahogany. There are four roomy shelves for music, three are sliding ; ogee shaped drawer, 3½ in. deep ; Brass drawer pulls, door handle and lock ; genuine French legs ; new



Choice of Six Musical Instruments, Free with \$10.00 worth of the Larkin Soaps—Thirty Days' Free Trial.

THE No. 73 AUTOHARP. Ebony finish, 21 $\frac{1}{4}$ x 12 in. Has scale of a grand harp and 12 chord bars are pressed over the 37 strings. A fine 44-page book, complete instructions, and 32 pieces of music; a music rack, 3 picks, tuning-key and hammer go with each instrument.

ROLLER ORGAN. Five rollers, each playing one tune, and full list of over 1000 tunes free with Organ. Oak Case, 17 x 15 x 12 $\frac{1}{2}$ in. Weight, boxed, 30 lbs.

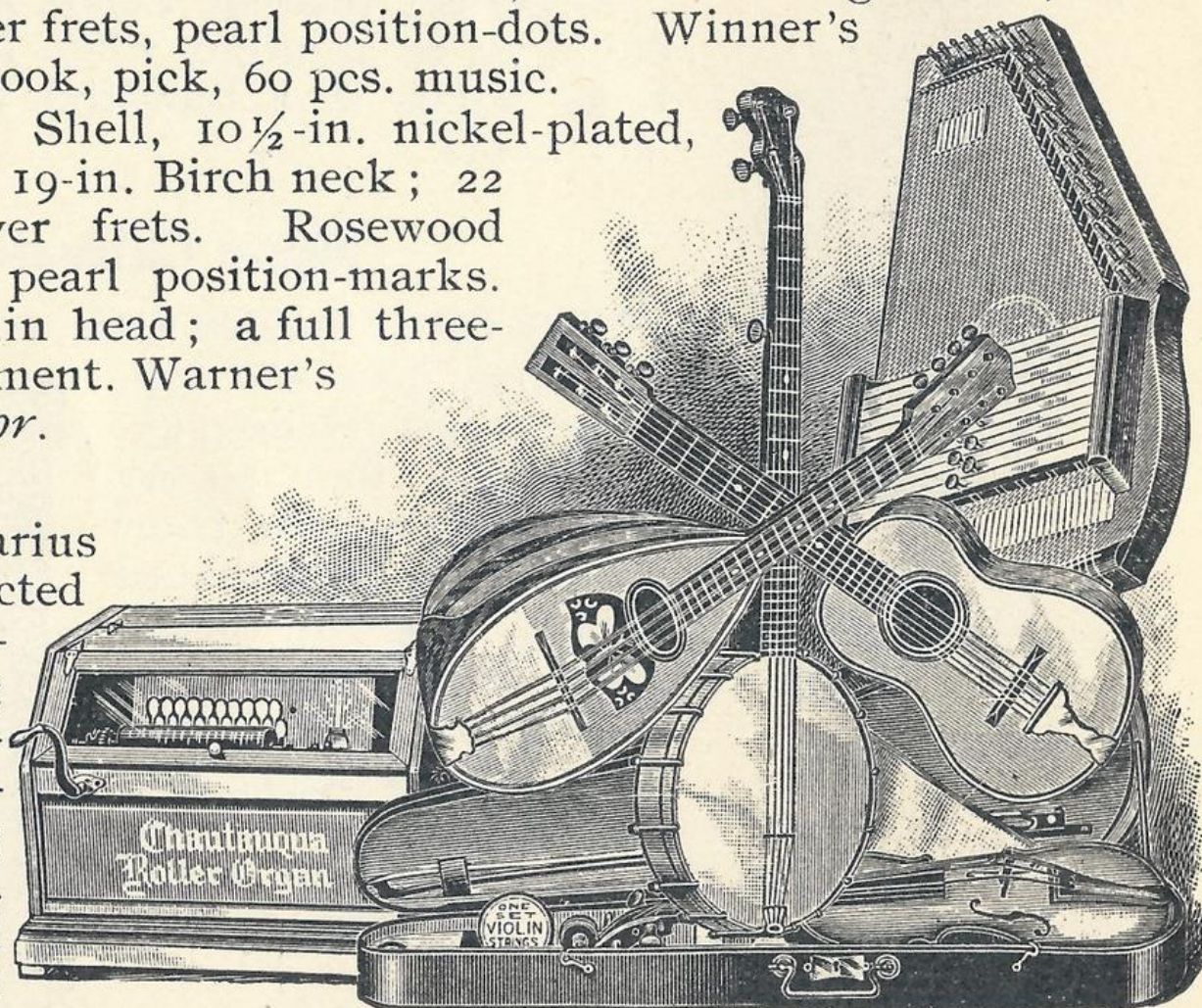
GITAR. Selected Quarter-sawed Oak or imitation Rosewood, Spruce top. Ivory celluloid edges, sound-hole inlaid with fancy colored purfling. Mahogany-finished neck. Silk strings.

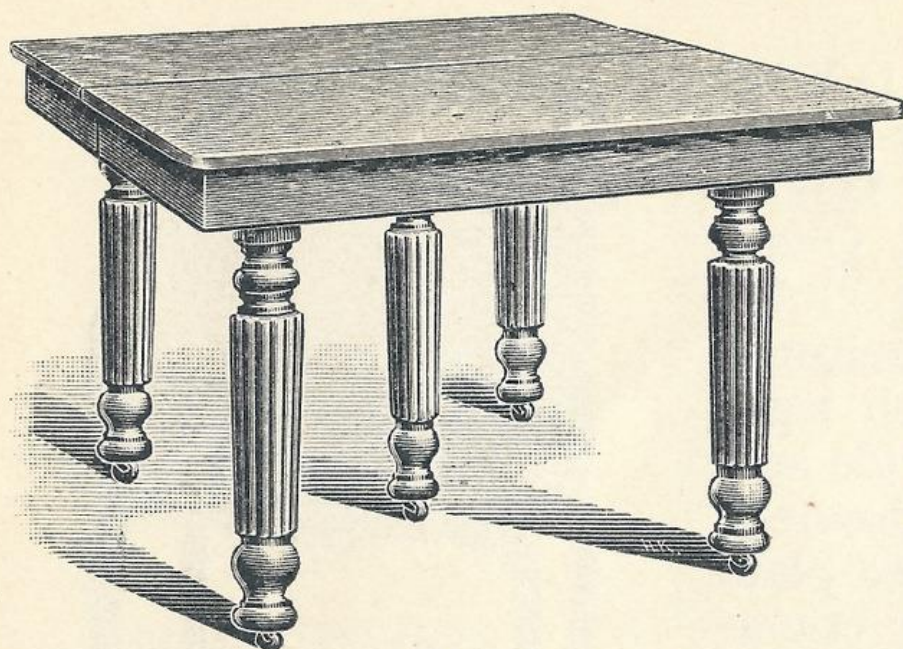
MANDOLIN. Selected Quarter-sawed Oak and Rosewood; 13 ribs, Spruce top, Rosewood heel and sides; fancy celluloid and purfling inlaid edge. Mahogany-finished neck. Guitar and Mandolin have American machine head, Rosewood fingerboard, with German-silver frets, pearl position-dots. Winner's instruction book, pick, 60 pcs. music.

BANJO. Shell, 10 $\frac{1}{2}$ -in. nickel-plated, wood lined; 19-in. Birch neck; 22 German-silver frets. Rosewood fingerboard, pearl position-marks. Finest calfskin head; a full three-octave instrument. Warner's *Self-Instructor*.

VIOLIN.

A Stradivarius model, of selected rich amber-brown Maple; Ebony tail-piece and finger board; Maple bridge. Bow, wood case, extra strings, rosin. *Instructor*.





Solid Oak Extension
Table, No. 3, Free with
\$10.00 worth of Larkin
Soaps, for \$10.00. . . .

THE TABLE would
cost \$10.00 in any
retail store. Solid Oak
throughout, with good
Golden Oak finish.
Top, 42 x 42 in., can
be extended with three

leaves to 6 ft. The fluted legs are 4 in. in diameter, and are
fastened rigidly to the top without use of screws, bolts or
glue. Socket casters. Shipped, knocked-down, in a single
crate.

WE present here the best Library-Table
offer we have ever made. A design
suitable for any room. Polished Quartered-
Oak throughout. The rails on all sides are
richly carved and the finish is the best that
skilled workmen can pro-
duce. Height, 30 in.; top
is 24 x 36 in.; pattern shelf,
13½ x 34 in., and drawer,
16 x 17 in., which is finished
inside. Shipped knocked-
down, to save freight
charges; full instructions
for easily setting up.

No illustration can por-
tray the substantial ele-
gance of this table.

Chautauqua Library
Table No. 7, Free with
\$10.00 worth of the
Larkin Soaps, for \$10.00.



Lady Washington
Boudoir Desk, Free
with \$10.00 worth of the
Larkin Soaps — Thirty
Days' Free Trial. . . .

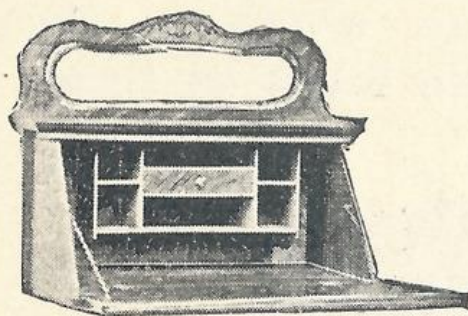
A LADY'S
high-grade,
graceful Desk,
made of Quar-
tered Oak, Gold-

en Oak rubbed finish; handsome
hand carvings and French legs.

The Desk is $29\frac{1}{2}$ in. wide and
 $52\frac{3}{4}$ in. high. The handsomely
shaped French beveled-plate
mirror is 6 x 24 in. The bric-a-
brac shelf on top is $8 \times 29\frac{1}{2}$ in.
The large drawer is $3\frac{1}{4}$ in. deep,
12 in. long and 24 in. wide.
Both drawer and desk have locks;

a spacious writing-bed, 28 in.
deep; six pigeon-holes
for envelopes and let-
ter-paper; two com-

partments, $3\frac{3}{4} \times 12$ in. for account books, and a
small drawer, $4\frac{3}{4} \times 9\frac{1}{2}$ in. Shipped knocked-
down, to save freight charges; easily set up.



Solid Oak Dining
Chairs (4 Chairs), Free
with \$10.00 worth of the
Larkin Soaps. . . .

EXCELLENT design; thor-
oughly made; braced posts;
handsomely embossed top and
slat; caned, shaped seat;
Golden Oak gloss-finish. Very

popular with our patrons. Height, 42 in.;
height of back from seat, 25 in.; seat $16\frac{1}{2} \times 17\frac{1}{2}$
inches.





THIS Chair is made of the best quality Reed, with full roll to arms and back, and close-woven cane seat; hard maple frame; natural finish, with two coats of varnish.

Height from floor to top of back, 42 in.; height of back from seat, 28 in.; seat, 19 in. deep and 20 in. wide.

This is a very handsome, serviceable and comfortable Chair.

Sweet Home Reed Rocker, Free with \$10.00 worth of the Larkin Soaps—Thirty Days' Free Trial. . . .

YOUR choice of Golden Quartered Oak, imitation Mahogany or Red Birch, with polished wood saddle-seat or 13-in. leather cobbler-seat, as preferred.

Height from floor to top of back, 40 in.; height of back from seat, 26 in., seat, 19 in. deep and 19 in. wide.

A handsome hand-carved Chair with polish finish, fancy turned spindles and stretchers, wide arms.

These are two of the most desirable and popular Rockers we have ever had, and they are offered here for that reason.

Parlor Rocker No. 5, Free with \$10.00 worth of the Larkin Soaps—Thirty Days' Free Trial.



EXTRA superfine reversible Art Squares fringed on two ends, woven in one piece with border all around. Every thread, warp and filling, is all wool and colors are permanent.

Choice of five beautiful quiet patterns in well-selected medium colors: Imperial Green with White Rococo figure; Olive Green with Gold scroll; Bright Red with light floral figure; Medium Brown relieved with light scroll; Dark Moresque with small Olive Green scroll.

All-Wool Ingrain Art Square, size 9 x 9 ft., Free with \$10.00 worth of the Larkin Soaps, for \$10.00.

Two Duchess Smyrna
Rugs, Free with \$10.00
worth of the Larkin
Soaps—Thirty Days'
Free Trial.

SIZE, 36 x 72
in. High-
grade, durable,
reversible, all-
wool Smyrna

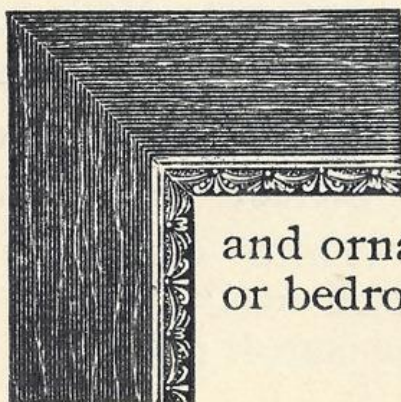


Rugs. Nothing adds more to home furnishings than beautiful, rich rugs of high quality.

Your choice of thirteen high-class Oriental (set) designs in subdued colorings, and eight bright and light Floral designs.

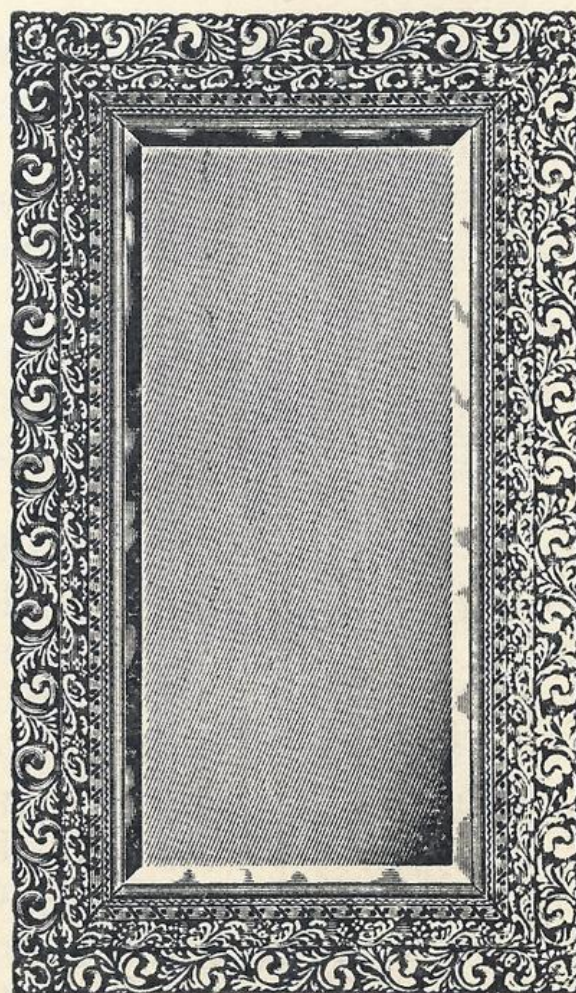
Patterns fully described in our Premium List sent with each Case of Soaps.

Beveled-Plate Pier
Glass, Free with \$10.00
worth of the Larkin
Soaps—Thirty Days'
Free Trial.



CHOICE of heavy
moulding, 6 in.
wide, handsome Flor-
entine design, fin-
ished in Gold, or 4-in.
Ebonized - oak (dull
black) and Gold, plain
and rich. Size, 29 x
51 in. Fine beveled
plate mirror, 18 x 40
in.; 1-in. bevel. Rich

and ornamental for the parlor
or bedroom.



TO be a user of the Larkin Soaps is a proof of wise economy and progressive thought. Great numbers of forehanded, thrifty people have learned to pay us—the makers—in one sum (\$10.00) once a year for a whole year's supply of Soaps, \$10.00 worth at retail prices, and receive the entire benefit of the saving of middlemen's profits in a valuable free Premium, which if purchased from a retail dealer would itself cost another \$10.00.

The Larkin Idea not alone saves half the retail cost of your Soaps; it doubles the value to you, of this 50 per cent. saving. That part of the price of your Soaps which usually goes to the middlemen suffices to buy a Premium for you at its actual cost, under the unequaled conditions our plan creates. The Premium is without cost to you or to us. You get twice what your money would buy elsewhere.

Our customers are everywhere—ready to endorse us—and they, only, can realize the increased buying value which \$10.00 has when wisely used in our unique and perfect organization. Others cannot understand our unparalleled position, but our 30-day trial offer dispels every doubt.

Each Premium shows an extreme of value astonishing alike to patrons and to

makers of similar goods. This is because its cost is reduced to a minimum by making it at a factory devoted to just one purpose, in enormous quantities; for instance, we use 75,000 Chautauqua Desks per year.

Merchants cannot increase in any way the value of merchandise, yet each must have a profit if you employ his services as middleman. The manufacturer alone adds value to his products; the middlemen add only to the cost. Our Factory-to-Family plan saves you the several profits and expenses of the retail dealer, the jobber, traveling salesmen of manufacturer and jobber, etc., both on the Soap and on the Premium you select. The U. S. Census Bureau shows the annual salaries and expenses of traveling salesmen alone to be more than double the combined income of all our clergymen and physicians. This vast, unproductive expense, and much more, must be included in the retail price of the goods they sell.

**How the Larkin Idea
saves you the Middle-
men's Profits and
Expenses.** . . .

Any Girl or Boy Can Earn a Larkin Pre- mium.

MANY wise parents think it well to encourage a business-like disposition in manly boys and industrious girls. We have a plan that enables active young folks to earn by their own efforts one or several of our Premiums. They visit their friends and neighbors, and obtain orders for an assortment of our Soaps and Toilet Preparations to the retail value of \$10.00. They then have their order sent to us signed by the head of the family for a box packed with just the quantity of each brand of Soap, etc., they have sold, which we ship with the Premium selected. On arrival of goods they deliver them as ordered, and the \$10.00 proceeds refunds the money sent us.

"Young America" has "the middlemen's profits" in the form of a beautiful, useful desk or other Premium, that will last a lifetime, and we have thus won permanent customers, purchasers-to-be of our Combination Boxes. In a day or two, anyone can earn a valuable Premium FREE. Try it!

The widespread success of this plan is the strongest proof that our Soaps alone are worth the price we charge for Soaps and Premium.

We have manufactured Soaps in Buffalo, N. Y., for 27 years, during which our floor area has increased from 2,600 square feet to 21 acres. We now operate the largest and best-equipped Soap factory in this country; capacity, a hundred million pounds—fifty thousand tons—of Soap a year.

By our facilities for the scientific manufacture of Soaps in immense quantities at low cost and for distributing them economically direct to the family, and because we use to such advantage the saving made by your co-operation with us, *you receive twice as much as your money would pay for* in the ordinary way. The Larkin Idea helps YOU, without expense to us.

There is a prejudice that goods with which Premiums are given, and the Premiums, too, are inferior in quality. The unprejudiced judges of the Pan-American and Omaha Expositions gave the Gold Medals and Diplomas to the Larkin Soaps. Does not the Larkin Factory-to-Family Idea explain how we easily can afford to give superior Soaps and Premiums to our patrons? Don't you think it safe to try goods when the maker tells you: "Give our

goods a thorough trial for thirty days, and then return them if you desire and get your money back." Don't you think it reasonable to expect from us as good goods and as good treatment as all our customers in your vicinity will assure you they have received?

Sweet Home Family Soap

Is an absolutely pure laundry Soap, sweet and wholesome, made from refined tallow and vegetable oils. It is scientifically complete, lathers very freely, and does thoroughly and easily all work for which good Soap is designed. It is a labor-saver, and is agreeable to the most sensitive skin. Our customers everywhere appreciate its great superiority and economy over other Soaps "made to sell," which being freely adulterated with "make-weights"—silex, powdered rock, etc., go all to pieces in use. The thrifty housewife knows the great advantage in buying Soap by the box, to improve with age.

Maid o' the Mist Soap

Is a wholesome floating bath Soap of virginal purity and

whiteness and of a convenient size. The retail price, 5c. per cake, like the 5c. price of Honor Bright Soap, makes the difference between our prices, based upon cost of production, and the high prices asked for Soap in which the cost of the expensive methods of advertising employed equals the cost of making, and doubles the price to the consumer.

Our Superfine Toilet Soaps.

The purest Soap scientifically saponified and medicated, absolutely neutral and bland, producing a lather emollient, profuse, creamy.

Some people think imported toilet soaps must be the best, but ours are the peer in purity and antiseptic and dermatological qualities of any Soaps, at any price, from any source whatsoever. Our Modjeska Complexion Soap is not excelled by any made. Its subtile perfume is derived by consummate skill from the rich spices of Arabia combined with the delicious and costly odors of rose, violet, geranium, jasmine and orange blossom, gathered from the

**The Larkin Soaps are
made for Use, not for
Dealers' Profits. . .**

All Good Soaps . .

Improve with Age.

Thirty Days' Free Trial.

cultivated
fields of
France, Italy
and Algeria.

Our Soaps contain no free alkali and all excess of moisture is entirely abstracted by the French Milling Process, as exhibited by us at the Pan-American Exposition, which also insures full fragrance until they wear to a wafer. They have nothing in common with the alleged toilet soaps sold to-day—soaps which are imperfectly saponified, cheaply and carelessly made from inferior materials by incapable men, who allow them to contain hurtful free alkali, and perfume them with various cheap artificial, coal tar “perfumes.”

Our Toilet Preparations

Are the product of laboratories in which no care or expense is ever spared to create the best that human skill and knowledge can devise.

In decided contrast to the wise economy of the Larkin methods in the conduct of our business departments, is the almost lavish expenditure in our toilet-goods department. Nowhere else do we more liberally observe the proverb, “There is that scattereth, and yet increaseth; and there is

that withholdeth more than is meet, but it tendeth to poverty.”

White Woolen Soap

Is a perfectly pure, white, potash and borax Soap. It is absolutely perfect for washing flannels without shrinking, and for laces, infants' clothing and all fine things.

Honor Bright Soap

“To Brighten and Clean.”

Makes the cleaning of all metallic and mineral surfaces a pleasant task. To clean crockery, cutlery, cooking utensils and marble, oil-cloths and woodwork, and for removing oil, gum, grease or rust from any place and for the lessening of labor.

Boraxine.

“A Laundry Luxury.”

For cleaning woodwork, washing dishes and dairy utensils, removing grease spots or stains from carpets, etc., or for general housecleaning, it has no equal. Used in soaking clothes, it saves half the labor of washing; it is a blessing to every housekeeper who uses it. It is pleasant for the hands and cannot possibly injure the finest fabric.

The Larkin Premiums

Can be Obtained in Several Ways.

A \$10.00 Premium free is obtained by families who buy our \$10.00 Combination Case of Soaps for their own use. A year's full supply laid in to season and improve with age.

A \$10.00 Premium free is earned by young and old, by selling among near neighbors a \$10.00 assortment of the Larkin Soaps. Many thousands of young folks have acquired their first knowledge of practical business in earning a Larkin Premium.

A \$10.00 Premium free goes to members of Larkin Clubs-of-Ten, explained on this page.

\$10.00 in cash may be earned by selling \$20.00 worth of the Larkin Soaps, purchased without a Premium for \$10.00.

Premium List.—Over Four Hundred Offers.

We issue a beautiful Premium List to our customers only, containing four hundred very liberal offers of Premiums for getting us new customers. Everyone who sends us an order for goods for his own use has the opportunity easily to earn almost everything the home requires.

A club of ten families buys one \$10.00 case of the Larkin Soaps each month and

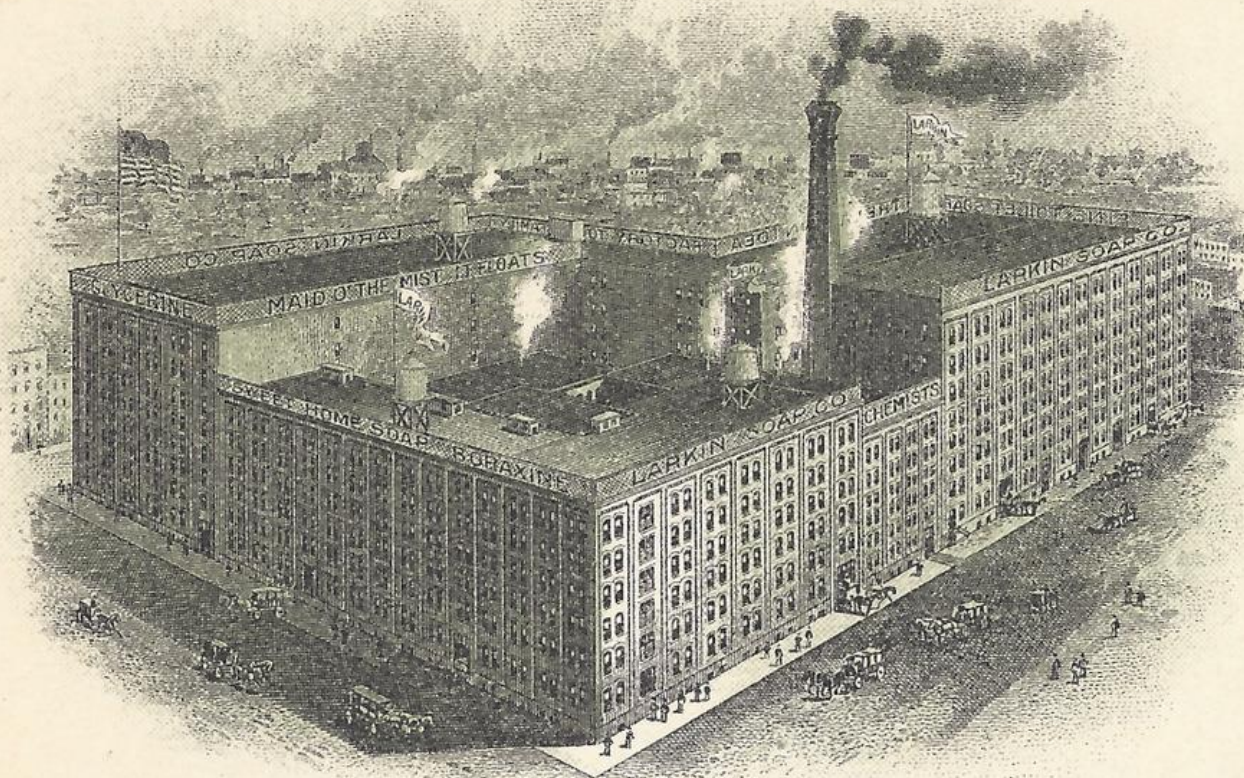
divides Soaps and cost equally. In ten months each of the ten (in turn) will obtain one Larkin Premium, each having received \$10.00 worth of Soaps and made ten \$1.00 payments. The Club can operate continuously, each obtaining a valuable free Premium every ten months.

Larkin "Clubs-of-Ten" are forming in constantly increasing numbers. If you do not feel inclined to invest \$10.00 in one sum—though it is wise economy thus to season your Soap—you can easily operate this plan.

After the first order the organizer receives a Certificate Premium for each cash order, if Premium List rules are observed. There is also the present-for-cash of fifty cents' worth of Soaps with each lot.

Without pretense of something for nothing, the Larkin Idea saves you half the cost of the best Soaps in the world by dispensing with the convenient but expensive and unnecessary middleman.

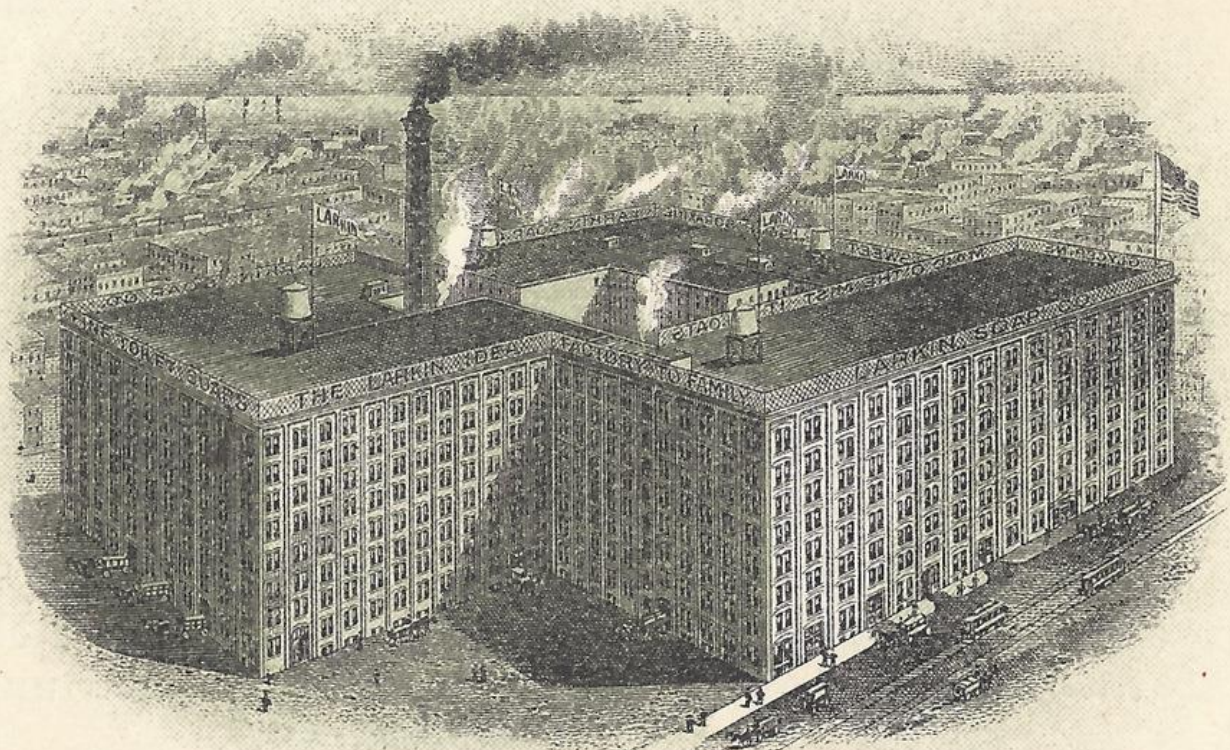
The Larkin Club-of-Ten Plan. How to get the Larkin Soaps and Premiums with a Dollar a Month.



293-321 LARKIN STREET.

608-656 CARROLL STREET.

Factories of *Larkin Soap Co.* Buffalo-N.Y.



613-699 SENECA STREET.